



Published by the Navy Exchange Service Command

3280 Virginia Beach Blvd., Virginia Beach, VA 23452-5724

SS01-011

21 March 2001

NEW eSERVICE FOR SHIPS STORES

Various Ship's Store retail outlets currently sell emblematic items to members of the general public who visit the ship during port visit, group tours, and similar occasions. Many ships have advised this office that they often receive letters from the general public requesting to buy a ship's emblematic items (ball caps, mugs, etc.). Sometimes those letters must be returned because the ship does not stock the item requested. Where sales are possible, it is often a burden to the ship to fill these requests as the orders do not have the correct dollar amount for the items and the orders are usually for a single item that must be bought, wrapped and shipped to the person. This letter outlines a newly developed alternate procedure to facilitate handling letters from former crew members, Navy veterans, and other members of the general public, requesting to purchase emblematic items.

The Ships Store Program has located a private vendor who has the capability to provide those civilian customers a full array of emblematic items with your ship's name or emblem. The vendor has agreed to provide each ship a portion of the profit as a contribution to ships store profits for each sale in which your ship's emblem was used.

Steps in the Process:

1. Civilian contacts ship requesting emblematic items.
2. Ship returns letter, money etc. back to civilian with attached product listing and tells them to contact the vendor listed.
3. When customer buys from the listed vendor, vendor records sale.
4. On a quarterly basis, vendor advises the Ships Store Program who then provides a grant to each ship of the contribution generated.

Ships are under no obligation to participate in the program. This program is a convenient means to offer emblematic service to the general public, reduce workload, and provide a financial benefit to the ship.

A list of items from the Ship-to-Shore company is attached to this bulletin. If ships wish to participate, they are requested to contact the Ship-to-Shore company to determine that the company has their ship's design. This vendor is offering 10% of total sales back to the ship as a contribution.

Vendor Information: **SHIP-TO-SHORE**
2370 Hickory Street
San Diego, CA 92103-1048
Phone: 1 (800) 564-9610 (Office)
Fax: (619) 299-7033



ITEM NO.	DESCRIPTION	QUANTITY	COST/EA	TOTAL
MC-V	MUG, WWII VICTORY, 8 OZ		\$9.75	
MC-08G	MUG, SHAVING, 10 OZ, 24K GOLD TRIM		\$10.75	
MC-08S	MUG, SHAVING, 10 OZ, NO GOLD TRIM		\$10.25	
MC-LIBERTY	MUG, HANDLE-LESS, WWII LIBERTY, 14 OZ		\$10.00	
MC-14G	STEIN, FALSTAFF, 14 OZ., 24K GOLD TRIM		\$13.50	
MC-16G	STEIN, PUB, 16 OZ, 24K GOLD TRIM		\$14.50	
MC-20G	STEIN, CLASSIC, 20 OZ, 24K GOLD TRIM		\$15.95	
MC-WP(L)	PLAQUE, WALL, 7" X 9"		\$30.00	
MC-WP(S)	PLAQUE, WALL, 6" X 7"		\$28.00	
ADD-APP	ADDITIONAL APPLICATION		\$2.00	
ADD-APP-G	GOLD APPLICATION		\$3.00	
ADD-APP-S	SILVER APPLICATION		\$3.00	
PERSON	PERSONALIZATION		\$5.00	
SHIPPING	SHIPPING & HANDLING/ITEM		\$7.00	
HPCHROME	LIGHTER, TYPICAL SHIP OR SQUADRON, HIGH POLISHED CHROME		\$24.95	
BRCHROME	LIGHTER, TYPICAL SHIP OR SQUADRON, BRUSHED CHROME		\$21.95	
ADD-COLOR	PRICE INCLUDES UP TO 3 COLORS, \$1.00/ADDITIONAL COLOR		\$1.00	
SHIPPING	SHIPPING & HANDLING/ITEM		\$3.00	
CAP	CAP, 6 PANEL, WOOL BLEND, EMBROIDERED		\$16.95	
SWTSHIRT	SWEATSHIRT, EMBROIDERED, HOODED, HEAVY COTTON, (CIRCLE SIZE M L XL XXL)		\$35.00	
DUFFLE	DUFFLE BAG, ULTRA NYLON SQUARE, EMBROIDERED, 23" X 11" X 11"		\$45.00	
PERSON	PERSONALIZATION		\$5.00	
SHIPPING	SHIPPING & HANDLING/ITEM		\$5.00	
NDODC	COIN, NAVY/DOD, DIE STRUCK SOLID BRASS, 1 3/4" X .125" IN PLASTIC CAPSULE		\$7.00	
SHIPPING	SHIPPING/HANDLING/ITEM		\$1.50	
TEGA	TAPESTRY AFGHAN, EAGLE/GLOBE/ANCHOR DESIGN, COTTON, 50" X 65"		\$45.00	
TNV	TAPESTRY AFGHAN, NAVY LOGO, COTTON, 50" X 65"		\$45.00	
SHIPPING	SHIPPING/HANDLING/ITEM		\$7.00	
FILL OUT ORDERING/PERSONALIZATION INFORMATION ON BACK				